

ORDER FOR SUPPLIES OR SERVICES

PAGE 1 OF 3 PAGES

IMPORTANT: Mark all packages and papers with contract and/or order numbers.

1. DATE OF ORDER 06/14/2004	2. CONTRACT NO. (If any) V797P4336a	6. SHIP TO: MARIA MELCHIORRE			
3. ORDER NO. SAQMPD04A1063	4. REQUISITION/REFERENCE NO. 6025-450141-M001	a. NAME OF CONSIGNEE ADMINISTRATIVE DIV (MED/EX/A)			
5. ISSUING OFFICE (Address correspondence to) OFFICE OF ACQUISITION MANAGEMENT (A/LM/AQM) PO BOX 9115, ROSSLYN STATION US DEPARTMENT OF STATE ARLINGTON VA UNITED STATES 22219 Contact: Paul Desilets Tel: 703-875-4815		b. STREET ADDRESS 2401 E Street, NW RM L216			
		c. CITY Washington	d. STATE DC	e. COUNTRY UNITED STATES	f. ZIP CODE 20037
7. TO:		f. SHIP VIA			

a. NAME OF CONTRACTOR		8. TYPE OF ORDER			
b. COMPANY NAME MEDTRONIC PHYSIO-CONTROL		DUNS No:		<input checked="" type="checkbox"/> a. PURCHASE REFERENCE YOUR: Please furnish the following on the terms and conditions specified on both sides of this order and on the attached sheet, if any, including delivery as indicated.	
c. STREET ADDRESS 1811 WILLOWS ROAD NE,		<input type="checkbox"/> b. DELIVERY - Except for billing instructions on the reverse, this delivery order is subject to instructions contained on this side only of this form and is issued subject to the terms and conditions of the above-numbered contract.			
d. CITY REDMOND	e. STATE WA	e. COUNTRY UNITED STATES	f. ZIP CODE 98052		

9. ACCOUNTING AND APPROPRIATION DATA	10. REQUISITIONING OFFICE ADMINISTRATIVE DIV (MED/EX/A)
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11. BUSINESS CLASSIFICATION (Check appropriate box(es))	
a. SMALL	b. OTHER THAN SMALL
c. DISADVANTAGED	d. WOMEN-OWNED

12. F.O.B. POINT	14. GOVERNMENT B/L NO.	15. DELIVER TO F.O.B. POINT ON OR BEFORE (Date) 11 Jun 04	16. DISCOUNT TERMS
13. PLACE OF			10 days % 20 days % 30 days % days %
a. INSPECTION	b. ACCEPTANCE		

17. SCHEDULE (See reverse for Rejections)

ITEM NO. (a)	SUPPLIES OR SERVICES (b)	QUANTITY ORDERED (c)	UNIT (d)	UNIT PRICE (e)	AMOUNT (f)	QUANTITY ACCEPTED (g)
	SEE LINE ITEM DETAIL					

SEE BILLING INSTRUCTIONS ON REVERSE	18. SHIPPING POINT	19. GROSS SHIPPING WEIGHT	20. INVOICE NO.		17(h) TOT. (Cont. pages)
	21. MAIL INVOICE TO: MARIA MELCHIORRE				
	a. NAME ADMINISTRATIVE DIV (MED/EX/A)				17(i) GRAND TOTAL
	b. STREET ADDRESS (or P.O. Box) 2401 E Street, NW RM L216				
	c. CITY Washington	d. STATE DC	e. COUNTRY UNITED STATES	f. ZIP CODE 20037	

22. UNITED STATES OF AMERICA BY (Signature) 	23. NAME (Typed) Genevieve Colvin TITLE: CONTRACTING/ORDERING OFFICER
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PAGE NO. 2 of 3

RECEIVING REPORT

SHIPMENT	PARTIAL		DATE RECEIVED	SIGNATURE OF AUTHORIZED U.S. GOV'T REP.	DATE
NUMBER	FINAL				
TOTAL CONTAINERS	GROSS WEIGHT	RECEIVED AT	TITLE		

[illegible]

**Terms and
Conditions****Document Number**

SAQMPD04A1063

Description

Medtronic ID/IQ (BPA)

Creation Date

06/14/2004

Page

3 of 3

Period of Performance

Start date: 06/14/2004

End date: 09/30/2005

Limits

Not to Exceed Call: US\$20,000.000

Authorized Limit: US\$100,000.000

Catalog

Name:

Number:

SEE ATTACHMENTS

The Contracting Officer's Representative will be:

Susan Willig
(202) 663-1754
willigsp@state.gov

ORDERING PROCEDURES:

Any Department of State Activity is authorized to issue delivery orders under this BPA.

U.S. DEPARTMENT OF STATE
BLANKET PURCHASE AGREEMENT (BPA)
FOR
AUTOMATIC EXTERNAL DEFIBRILLATORS AND
OTHER CARDIAC MONITORING/DEFIBRILLATION DEVICES
WITH
MEDTRONIC EMERGENCY RESPONSE SYSTEMS.

1. Pursuant to FAR 13.303 and FSS Contract No. V797P-4336a with Medtronic ERS., a Blanket Purchase Agreement (BPA) for Automatic External Defibrillators (AEDs) and other cardiac monitoring/defibrillation devices, is established with the U.S. Department of State for facilities world-wide.
2. All products ordered under this BPA, placed against the Federal Supply Schedule Multiple Award Contract(s), are subject to the terms and conditions of the contract. A copy of these terms is provided in Appendix A.
3. **PRICES AND TERMS:**
The U.S. Department of State estimates that the total purchasing volume will exceed \$100,000.00 during the term of this agreement exceeding the Maximum Order Limitation of FSS contract V797P-4336a. Product pricing and literature per this agreement are listed in Appendix B and C respectively.
4. **TERM OF AGREEMENT:** **June 1, 2004 through September 30, 2005, with the option** to extend the BPA on an annual basis, up to the expiration of FSS contract, not to exceed five (5) years, or whichever occurs first.
5. **IDENTIFICATION:** **Delivery Orders issued will be identified by FSS Contract Number V797P-4336a, and BPA Number SAQMPD04A1063.**
6. **ORDERING INFORMATION**

Orders may be placed via Purchase Order or Government Credit Card using part numbers and product configurations as outlined on Exhibit A. In addition, each ordering facility must provide:

Local Contact Name
Telephone Number
Fax number
Address (street, state/country, zip code)
Email address

Note: Some services may not be available at all locations.

Delivery: Shipment of all domestic (as described in FSS contract) equipment and supplies shall be FOB destination. Shipment of all OUTUS equipment and supplies shall be FOB to:

U.S. Department of State
2401 E Street NW
Medical Services
Washington, DC 20037

7. DELIVERY TICKETS:

Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain, as a minimum, the following information:

- (a) Name of contractor
- (b) Contract number
- (c) BPA Number
- (d) Model number or National Stock Number (NSN)
- (e) Purchase order number or name of procurer for credit card purchases
- (f) Date of purchase
- (g) Quantity, unit price and extension of each item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided that the invoice is itemized to show information); and
- (h) Date of shipment.

- 8. PAYMENTS:** The Contractor will invoice each delivery order as directed by the ordering activity.

9. WARRANTY:

Warranty terms shall be as specified in the Federal Supply Schedule contract.

10. MAINTENANCE & SERVICE:

- a. Technical support is available Monday through Friday 8AM-5:00PM Pacific five days per week. On-site service is provided Monday through Friday, excluding holidays, not to exceed 24 business hours following determination that on-site service is required. The terms and conditions under the FSS contract will apply to this BPA.
 - b. CONUS Emergency Repairs shall typically be performed within 24 business hours following notification that the equipment is malfunctioning / inoperative. If necessary a loaner will be provided.
 - c. OUTUS Emergency Repairs may vary depending upon the location of the equipment. Onsite service is not available in all locations. A listing of OUTUS service locations is provided in Appendix D.
11. The Government estimates, but does not guarantee that the volume, as reflected on the list for each facility, will be in excess of the estimated volumes. Quantities are estimates only. This BPA does not obligate any funds. The Government is obligated only to the extent of authorized purchases actually made under the BPA.
12. The terms and conditions included in this BPA apply to all purchases made pursuant to BPA. In the event of an inconsistency between the provisions of the BPA and the contractor's invoice, the provisions of this BPA will take precedence.

Attachments

- Appendix A - FSS Contract V797P-4336a Terms and Conditions**
- Appendix B - U.S. Department of State BPA Price List**
- Appendix C - Product Literature**
- Appendix D - OUTUS Service Locations / Contacts**

ACKNOWLEDGED AND ACCEPTED BY:

/s/ Brian Webster

Brian Webster

Vice President

MEDTRONIC EMERGENCY RESPONSE SYSTEMS

DATE: _____

Pricing, Terms and Conditions for BPA NUMBER SAQMPD04A1063 will not be shared or distributed outside the U.S. Department of State without the consent of Medtronic ERS.

APPENDIX A

FSS Contract V797P-4336a – Terms and Conditions



Medtronic
PHYSIO-CONTROL

U.S. Federal Government Price List

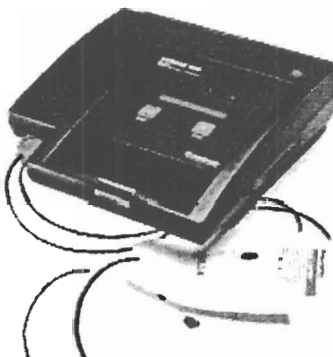
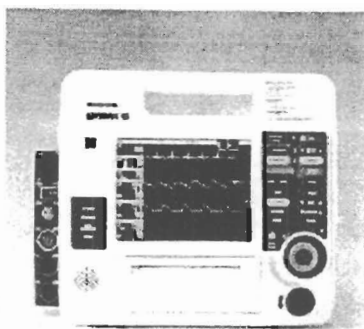


LIFEPAK 500 and LIFEPAK 500 DPS
automated external defibrillators-
(AEDs) see pages 14 and 16

LIFEPAK 12 defibrillator/monitor series –
see page 6

LIFEPAK 20 defibrillator/monitor –
see page 3

LIFEPAK CR Plus automated
external defibrillator (AED),
now available with fully
automatic option –
see page 12



*Medtronic Physio-Control can help you deploy your AED programs
with **LIFEPAK Heart Safe Solutions** (see page 19)!*

Department of Veterans Affairs
Marketing Division For Medical Equipment
Authorized Federal Supply Schedule Price List (GSA) Catalog
Medical Equipment & Supplies FSC Group 65, Part II, Section A

Contract V797P-4336a Modification #2, April, 2003
Effective May 23, 2002 through May 22, 2007

Please route:

Last _____

Medical Equipment and Supplies:
FSS Group 65, Part II,
Section D Medical Equipment
and Supplies
FSC Classes 6515
Including 651522 & 651597

Contract Number:
V797P-4336a Modification #2, April 2003
Includes Industrial Funding Fee

Contract Period:
May 23, 2002 through
May 22, 2007

Business Size:
Large Business

Contractor's Name:
Medtronic Physio-Control Corp.
Attention: National Accounts
11811 Willows Road NE
P.O. Box 97006
Redmond, WA 98073-9706 USA
Tel: (800) 426-8047 or
(425) 867-4000
Fax: (425) 867-4252
Internet: www.physiocontrol.com
Internet: www.medtronic.com

Contract Administration Source:
Same as Contractor's Name
Attn: Gary Warncke,
D.C. area operations
Tel: (800) 442-1142 (option 8)
or (425) 867-4000
Fax: (800) 426-8049
or (425) 867-4948

Information For Ordering Activities

- | | pages |
|--|-------|
| 1. Awarded Special Item Numbers: (A-59) | |
| LIFEPAK 20 defibrillator/monitor with AED..... | 3-5 |
| LIFEPAK 12 defibrillator/monitor series with pacing/AED/SpO ₂ option | 6-11 |
| LIFEPAK CR Plus automated external defibrillator..... | 12-13 |
| LIFEPAK 500 automated external defibrillator..... | 14-15 |
| LIFEPAK 500 DPS automated external defibrillator..... | 16-17 |
| LIFEPAK Heart Safe Solution Packages for LIFEPAK CR Plus,
LIFEPAK 500 DPS and LIFEPAK 500 AEDs..... | 19-37 |
| 2. Maximum Order Limitation: A-59 \$100,000 | |
| 3. Minimum Order: \$50.00 | |
| 4. Geographic Coverage:
All 50 states, Washington D.C. and Puerto Rico. | |
| 5. Point of Production:
Redmond, King County, Washington USA. | |
| 6. Discount from List Prices:
The prices shown herein are net (discount deducted). | |
| 7. Quantity Discounts: None. | |
| 8. Prompt Payment Terms: Net 30 days. | |
| 9a. Government commercial credit card: Yes, Contact (425) 867-5014 | |
| 9b. Discount for credit card payment: No | |
| 10. Foreign Items: None. | |
| 11. Time of Delivery:
Within 45 days ARO.
Emergency Delivery Provision:
Within 72 hours ARO, subject to stock on hand. Government pays freight charges above surface rates. | |
| 12. FOB Point (via surface transportation):
Free Freight, FOB, origin, pre-paid to all 50 states, Washington D.C. and Puerto Rico. Medtronic Physio-Control is self-insured for loss or damage during transit. | |
| 13. Ordering Address:
Be sure to include point of contact with voice phone as well as fax # on all orders.
Correspondence, bids, quotes and orders may be sent to: | |

**Domestic Bids/Parts and
International Parts:**
Medtronic Physio-Control Corp.
11811 Willows Road NE
P.O. Box 97006
Redmond, WA 98073-9706

Attn: Customer Service Center
(for equipment)
Tel: (800) 442-1142 (option 7) or
(425) 867-4000
Fax: (800) 732-0956 or (425) 867-4146

OR

Attn: PARTSLINE™ (for service,
parts or disposables etc.)
Tel: (800) 442-1142 (option 8) or
(425) 867-4000
Fax: (800) 426-8049 or (425) 867-4948

International Equipment and Large Bids:
All correspondence and orders should be
directed to:

Medtronic Physio-Control Corp.
**Government Accounts Office,
Washington D.C.**
Gary Warncke, Sr. Govt. Accounts Mgr.
Tel: (703) 670-8787
Fax: (425) 867-4252
E-mail: gary.warncke@medtronic.com

14. Payment Address:

Medtronic Physio-Control Corp. E.I.N. 91-0697691
Attn: Accounts Receivable, Medtronic Physio-Control Corp.
12100 Collections Center Drive
Chicago, IL 60693

Note: Electronic Funds Transfer (EFT) preferred when available: ABA# 121000358, Acct.# 12330-08721.
Contact our Customer Finance Supervisor, (800) 426-8047, ext. 5014, or (425) 867-4000, ext. 5014
for instructions.

15. Warranty Provisions - Complete Warranty Statement is provided with each instrument:

Medtronic Physio-Control equipment is warranted against all defects in parts and workmanship for a period of one year from the date of delivery. Special extended warranty: LIFEPAK 500 AED, LIFEPAK CR Plus defibrillator, LIFEPAK 20 defibrillator/monitor - five years, LIFEPAK 12 products used in clinic and hospital settings (with no use in mobile or other applications outside of a hospital or clinic setting - 5 years); patient cable and stylus, 90 days; all batteries and battery packs - one year. Medtronic Physio-Control will repair or replace any products which prove to be defective during the warranty period provided the proper use and maintenance procedures are followed as prescribed in the Operating Instructions and Service Manual. Service performed, other than stylus replacements, by other than Medtronic Physio-Control or its authorized agents may, at the discretion of Medtronic Physio-Control, be cause to void this warranty. Medtronic Physio-Control, at its option, will make repairs to the unit on-site or provide a no-charge loan instrument where practicable. Medtronic Physio-Control shall pay all transportation charges during the first year of the warranty period.

Return Goods Policy:

No unit is to be returned without (a) advance written notice to the contractor, and (b) obtaining shipping instructions from the contractor. If ordering activity is in error, government pays freight costs. For items shipped in error, freight costs paid by Medtronic Physio-Control.

16. Export Packing Charges: Not Applicable

17. Terms and Conditions of Credit Card Acceptance:

Note: Electronic Funds Transfer (EFT) preferred when available.
Contact our Customer Finance Supervisor, (800) 426-8047, ext. 5014 for instructions.

18. Terms and Conditions of Rental, Maintenance and Repair: Not Applicable

19. Terms and Conditions of Installation: Not Applicable-ready to use upon receipt

20. Terms and Conditions of Repair Parts: Not Applicable

21. List of Service and Distribution Points: Same as Ordering Addresses

22. List of Participating Dealers: Not Applicable

23. Preventive Maintenance:

Service Manuals and Operating Instructions including performance inspection procedures are provided. Maintenance contracts available through our service department.
(800) 442-1142 (option 5) or (425) 867-4000.

NOTES:

- **Two operating instruction manuals provided with each instrument. One service manual provided with each order.**
- **Service Points:**
Same as contractor's Redmond address. Service representatives are dispatched by calling (800) 442-1142.
- **Medtronic Physio-Control Federal Tax Identification Number (E.I.N.): 91-0697691**
- **Central Contractor Registration (CCR): 009 251992**
- **Medtronic Physio-Control DUNS: 009251992 CEC: 00-026-109K**
- **Medtronic Physio-Control Standard Industrial Classification (SIC): 3841, NAICS 339112**
- **Medtronic Physio-Control CAGE Code: 28494 (Redmond HQ & MFG)**
- **Medtronic Physio-Control Offers Optional Voltages for Overseas Use:**
Minor variations in part number reflect alternative voltages/cycles. Specify voltage and frequency required, such as 220V/50Hz. Delivery will be on quotation basis. There are no special charges.
- **Agencies should provide a street address for stateside port of embarkation orders or APO/FPO address.**
- **Eligibility to use FSS contracts governed by General Services Administration - regulation AD4800-2E, revised January 3, 2000. Contractors for federal government must have authorization in writing from their U.S. government contracting officer.**

APPENDIX B

U.S. Department of State BPA Price List

LIFEPAK CR Plus AED

\$ 1795.00

Includes: **Fully**-automatic operation
Internal 2 year lithium battery
2 year Charge-pak
2 Pair Quik-pak patient electrodes
Carrying case
Operators manual
Emergency responder kit

LIFEPAK CR Plus AED

\$ 1695.00

Includes: **Semi**-automatic operation
Internal 2 year lithium battery
2 year Charge-pak
2 Pair Quik-pak patient electrodes
Carrying case
Operators manual
Emergency responder kit

AED SERVICE PACKAGE¹

\$ 1200.00 (with training)

Heart Safe Solution Program

\$ 600.00 (without training)

Medical Assistance Services (first year of service)

Includes: Legal compliance review
All local and state registration and notification
Program Development CD
Post-event downloading services
Post-event case review
Post-event supply replenishment
24 hour clinical hotline
Post event counseling services

American Heart Association CPR / AED Training (optional)

Heart Saver AED for 10 persons, 2 year certification

Online Program Management (first year of service)

Includes: AED device and supplies tracking with automatic expiration notification
AED / CPR training records management
AED maintenance module with reminder service
AED Challenge quarterly refresher training for 10 persons

Recurring annual subscription fee: (per facility)

\$ 845.00 (with training)

Includes: Medical Assistance Services
Online Program Management
AHA Refresher Training for 10 persons (biennial)

\$ 600.00 (without training)

¹ Only available in United States and Puerto Rico

Optional Items:

Automatic Supply Replenishment	\$ 75.00 per AED / year
Surface Mount Wall Cabinet with internal alarm	\$ 178.00
Semi-recessed Wall Cabinet with internal alarm	\$ 193.00
Additional enrollments (per person)	\$ 75.00 per year
<i>Includes:</i> AHA Heart Saver AED / CPR (biennial)	
AED Challenge refresher training	
Training records management	
Data Transfer Express (DTX)	\$ 299.00
Downloading software for AED records management	
IR Cable for DTX (with USB connector)	
Connects AED to PC for data downloading	
	\$ 199.00
AED Challenge refresher training course (PC Version)	\$ 89.00

Replacement Supplies:**LIFEPAK 500 AED**

Five year non-rechargeable lithium battery	\$ 147.00
Quik-Combo patient electrodes (pair)	\$ 37.00
LIFEPAK 500T Training System	\$ 295.00

LIFEPAK CR Plus AED

LIFEPAK CR Plus replenishment kit	\$ 85.00
<i>Includes:</i> Two year Charge-Pak	
2 Pair Quik-Pak patient electrodes	
LIFEPAK CR Plus Training System	\$ 276.00

LIFEPAK 20 Monitor / Defibrillator

(with trade-in*)

LIFEPAK 20 Defibrillator/Monitor	\$ 6296.00	\$ 5800.00
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LIFEPAK 20 Defibrillator/Monitor with Pacing	\$ 7488.00	\$ 6900.00
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Every unit shipped will include everything listed below, plus the pacing feature.

LIFEPAK 20 Defibrillator/Monitor with Pacing and SPO2	\$ 8603.00	\$ 8000.00
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Every unit shipped will include everything listed below, plus pacing feature, SpO2 feature, one SpO2 cable (8 foot), and one package of three adult disposable sensors and one pediatric disposable sensor.

Every LIFEPAK 20 shipped will include:

- LIFEPAK 20 defibrillator/monitor front door (1 per unit)
- Active color matrix LCD screen
- Manual and AED functionality
- Built-in AC power
- NiMH rechargeable internal battery
- ADAPTIV Biphasic, escalating energy up to 360J
- Synchronous cardioversion
- 3 and 5 lead ECG software with lead select
- CODE SUMMARY™ critical event record with data port
- Printer

Each unit also comes with a ship kit that includes:

- A/C Power Cord (1 per unit)
- 3-lead ECG Cable (1 per unit)
- QUIK-COMBO™ pacing/defib/ECG electrodes with REDI-PAK™ pre-connect system (1 pair/unit)
- QUIK-COMBO Therapy Cable (1 per unit)
- QUIK-COMBO Test Plug (1 per unit)
- LIFE-PATCH® ECG Adult Electrodes— (3 electrodes Per Pack) (1 pack/unit)
- ECG Printer Paper, 50mm x 30m (3 rolls per box) (1 box/unit)
- LIFEPAK 20 defibrillator/monitor operating instructions (1 per unit)
- LIFEPAK 20 defibrillator/monitor service manual (on CD ROM) (1 per unit)
- 2 In-service Videos (One for Manual and one for AED) (1 per unit)
- Warranty Card (1 per unit)

Optional Items:

QUIK-COMBO Accessory Pouch	\$ 40.00
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Attaches to the LIFEPAK 20 defibrillator/monitor and holds QUIK-COMBO cable and one set of electrodes.

LIFEPAK 20 Defibrillator/Monitor Docking Station	\$ 85.00
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Attaches to crash cart to lock LIFEPAK 20 device safely in place.

* Trade-in of existing LIFEPAK brand products only. LIFEPAK 500 AEDs may be held until the current battery expiration date or 36 months, whichever comes first.

Replacement Supplies:

LIFEPAK 20 NiMH Rechargeable Internal Battery \$ 134.00
Rechargeable nickel metal hydride 12 volt battery for use as AC power backup. (One included per unit at no charge.)

LIFEPAK 20 AC Power Cord \$ 57.00
803650-03 Powers the LIFEPAK 20 device and recharges the NiMH internal battery. (One included per unit at no charge.)

Disposable Supplies: For use with LIFEPAK 20 and LIFEPAK 12 devices

EDGE System electrodes with QUIK-COMBO connector and REDI-PAK™ preconnect system
1 to 9 pair \$ 35.70/pr
10 to 49 pair \$ 31.45/pr
50 or more pair \$ 26.35/pr

Infant/Child Reduced Energy Defibrillation Electrode starter kit \$ 118.15
(for use only with LIFEPAK 500 Biphasic or LIFEPAK CR Plus AEDs)

Box of ECG Printer Paper, 50 mm x 30 m (3 rolls per box)
1 to 49 boxes \$ 12.75
50 or more boxes \$ 9.35

Box of Strip Chart Recorder Paper, 100 mm x 22 m (2 rolls per box)
1 to 23 boxes \$ 13.60
24 or more boxes \$ 9.35

DERMA-JEL® electrode gel \$ 2.55

Data Management Software

LIFENET® DT Express 1.0 Information Management System \$ 299.00
A data transfer software application that offers capabilities such as easy downloading, editing and printing of event data from LIFEPAK CR Plus defibrillator, LIFEPAK 500 AED, and LIFEPAK 12 defibrillator/monitor using either a laptop or a personal computer. Compatible with Microsoft Windows® 98, Windows ME or Windows 2000 Professional with Service Pack 1 or greater, Windows XP and Windows NT with Service Pack 6a.

LIFEPAK 12 Defibrillator/Monitor/AED

LIFEPAK 12 Defibrillator / Monitor / AED With ADAPTIV™ Biphasic Waveform

\$ 7145.00

Includes manual and automatic external defibrillation; external pacing, 3-lead ECG cable; QUIK-COMBO™ therapy cable; 50mm printer; 2 sets QUIK-COMBO electrodes; 3 pack ECG electrodes; 3 rolls 50mm paper; operating instructions. One service manual provided with each order (CD format only). **(Batteries and case not included.)**

Other Configurations Available:

Abbreviations Key

Bi	Biphasic waveform	Trend	Premium vital signs trending
AED	Automated external defibrillation	Fax	Fax capability for 12 LD ECG
EL	Electroluminescent display (color)	100 mm	100 mm printer
Pace	External pacing	12 Lead	12 Lead ECG
50 mm	50 mm printer	CO2	End tidal capnography

Part #	Features	Price
99400-000372	Bi, AED, EL, Pace, 50mm	\$ 7145.00
99400-000409	Bi, AED, EL, Pace, 50mm, SPO2	\$ 7925.00
99400-000526	Bi, AED, EL, Pace, 50mm, NIBP	\$ 8965.00
99400-001112	Bi, AED, EL, Pace, Trend, 100mm, SPO2, NIBP	\$ 9425.00
99400-001512	Bi, AED, EL, Pace, Trend, 100mm, CO2	\$ 9680.00
99400-001164	Bi, AED, EL, Pace, Trend, 100mm, SPO2, CO2	\$10,460.00
99400-002195	Bi, AED, EL, Pace, Trend, 100mm, NIBP, CO2	\$11,500.00
99400-000886	Bi, AED, EL, Pace, Trend, 100mm, SPO2, NIBP, CO2	\$11,960.00
99400-000960	Bi, AED, EL, Pace, Trend, Fax, 100mm, 12 Lead	\$12,020.00
99400-001027	Bi, AED, EL, Pace, Trend, Fax, 100mm, SPO2, 12 Lead	\$12,800.00
99400-001206	Bi, AED, EL, Pace, Trend, Fax, 100mm, NIBP, 12 Lead	\$13,840.00
99400-000937	Bi, AED, EL, Pace, Trend, Fax, 100mm, SPO2, NIBP, 12 Lead	\$14,300.00
99400-001492	Bi, AED, EL, Pace, Trend, Fax, 100mm, 12 Lead, CO2	\$14,555.00
99400-001229	Bi, AED, EL, Pace, Trend, Fax, 100mm, SPO2, 12 Lead, CO2	\$15,335.00
99400-000821	Bi, AED, EL, Pace, Trend, Fax, 100mm, SPO2, NIBP, 12 Lead, CO2	\$16,245.00
99400-001665	Bi, AED, EL, Pace, Trend, Fax, 100mm, NIBP, 12 Lead, CO2	\$16,375.00

NOTE: The color EL (electro-luminescent) screen is not appropriate for outdoor use. The black & white LCD screen is more appropriate for this purpose. Locations opting for the LCD screen should note that on your order and subtract \$100.00 from the prices listed above.

LIFEPAK 12 Accessories:

LIFEPAK NiCd Battery Rechargeable nickel-cadmium, with fuel gage, 2.4 amp hours capacity	\$ 204.00
LIFEPAK NiCd Battery with Fuel Gauge Rechargeable nickel-cadmium	\$ 152.00
FASTPAK® 2 Battery with Fuel Gauge Rechargeable nickel-cadmium	\$ 109.00
LIFEPAK SLA Battery Rechargeable sealed lead-acid	\$ 146.00
Battery Support System 2* For use with any of the above batteries. Includes power cord and operating instructions (batteries not included).	\$ 1,195.00
Test Load for use with QUIK-COMBO therapy cable	\$ 57.00
AC Power Adapter *, **	\$ 630.00
Power Adapter Extension Cable Optional use with AC Power or 12 Volt DC Power Adapters - 33 in.	\$ 48.00
12 Volt DC Power Adapter	\$ 630.00
12-Lead ECG Patient Cable - 8 ft	\$ 130.00
Main Trunk (right angle connector) - 5 ft	\$ 130.00
4-Wire Limb Lead Attachment	\$ 43.00
6-Wire Pre-cordial Lead Attachment	\$ 69.00
3-Lead ECG Cable for use with LIFEPAK 12 Device Right angle connector	\$ 79.00
QUIK-COMBO Therapy Cable For use with the QUIK-COMBO therapy cable for the LIFEPAK 20 or LIFEPAK 12 devices.	\$ 223.00
Internal Modem (PC card modem) Requires modem door assembly	\$ 196.00
Modem Door Assembly	\$ 34.00
External Modem - for land transmission only Requires external modem cable	\$ 196.00
LIFEPAK 12 Device to External Modem Cable - 6 ft.	\$ 49.00
LIFEPAK 12 Device to External Modem Cable - 10 ft.	\$ 49.00
LIFEPAK 12 Device to PC Serial Port Cable Use with LIFENET® system	\$ 72.00

* Recommended basic operations accessories.

** Overseas user must specify frequency and voltage.

BIOLOG 3000i ECG Monitor / Recorder

Biolog 3000i Single lead ECG monitor / recorder <i>Includes: carrying pouch, batteries, operating instructions and warranty card</i>	\$ 1110.00
6 lead cable with snap connectors	\$ 280.00
12 lead cable with snap connectors	\$ 280.00
Cardio-View 3000M Software Non-interpretive software allows ECG download, review, printing and measurement analysis	\$1322.00
Cardio-View 3000MI Software Same as 3000M plus interpretive analysis of 12 lead ECG	\$1988.00
Cardio-View 3000MITU Software Same as 3000MI plus trans-telephonic ECG transmission	\$4554.00
MPI 3000 Printer Interface Allows direct printing of ECGs to most Hewlett Packard and Canon printers	\$ 700.00

APPENDIX C

Product Literature

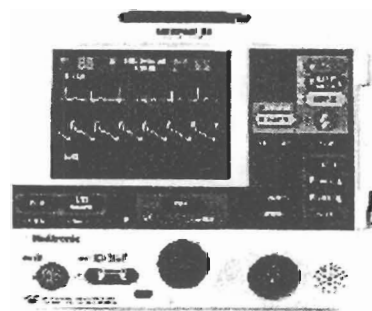
LIFEPAK CR Plus AED

LIFEPAK CR Plus AED



LIFEPAK 20 Monitor / Defibrillator

LIFEPAK 20 Monitor / Defibrillator



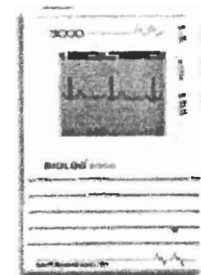
LIFEPAK 12 Monitor / Defibrillator

LIFEPAK 12 Monitor / Defibrillator



Biolog 3000i ECG Monitor / Recorder

Biolog 300i ECG Monitor



U.S. Government Heart Safe Solution Program

MEDTRONIC PHYSIO-CONTROL PAD PROGRAM

A comprehensive approach to implementing your AED program! Fully compliant with the GSA "Guidelines for Public Access Defibrillation Programs in Federal Facilities", our program is fully scaleable to an individual location or a nation-wide deployment. We provide all the necessary products and services of a successful AED program. Detailed descriptions of our AED products and services are listed below and may be purchased as a package or separately depending upon the needs of your agency. Let us help you to implement your PAD program. Call today for your free *Site Assessment!*

SITE ASSESSMENT

This free service provides your agency with a thorough on-site evaluation of your facility. Our trained representative will evaluate your facility to determine the optimal number and location for AED placements. Physical layout, security barriers, security policies, health unit hours, personnel training requirements, and existing Emergency Occupancy Plan are evaluated in this service. Your agency will receive a report detailing the exact number and location of AEDs to be placed and the rationale for the deployment plan.

MD ASSISTANCE

The acquiring agency will receive back office support for your physician Medical Director for the implementation and management of your PAD program. This service includes a full legal compliance review and registration of the AED as required by state or local law. The agency will be provided with protocols for use of the AED and a mechanism for downloading patient data from the AED following use on a patient. Post event records will be provided to local and state EMS authorities as required by law. Post event counseling will be provided within 48 business hours of notification.

PAD PROGRAM DEVELOPMENT

Each ordering facility will receive our Program Development CD. This CD includes a variety of templates to assist in the implementation, internal advertisement, and management of your AED program. Templates include: policy & procedures, posters, telephone stickers, newsletter articles, email templates and much more. We will even create a customized screen saver to announce and promote your AED program. In addition, we assist in conducting a facility-wide program awareness and volunteer recruitment campaign by providing on-site AED demonstrations.

We will submit electronic data files of specific AED information to local the EMS authority for integration into the local 911 dispatch system (where available) and electronic transfer of patient records when appropriate.

CPR / AED TRAINING

On-site CPR / AED training for ten (10) persons in the American Heart Association Heart Saver AED course with bi-annual certification. Each student will receive their own training materials and a certification card upon completion of the course. In addition, each student completing the course will receive an "AED Responder" lapel pin to recognize their participation in the program.

ON-LINE PROGRAM MANAGEMENT

Agencies acquiring this service will be provided with a multi-layer on-line account for oversight of your program. This service provides automatic notification of expiring AED supplies and accessories relieving the acquiring agency of tracking multiple serial numbers and expiration dates for AED batteries and electrodes. We input and maintain detailed device tracking and personnel training records in your secure on-line account. Placement locations, serial numbers, lot code, and expiration dates of all AED and accessories are maintained in your account. Personnel CPR / AED training records are maintained with automatic email notification of expiring certifications.

Trained employees will also receive automatic notification to participate in our on-line quarterly skills review training. This interactive scenario based training program requires responders to refresh skills quarterly and fully documents the training session into your on-line account. Three levels of security access allow individuals specified by your agency to create management reports for their designated areas of responsibility based upon location, region or other functional area.

A new maintenance module has been added that automatically sends email reminders to designated persons responsible for periodic inspections of the AEDs and supplies. This email includes a simple inspection sheet for each AED location. All maintenance records are kept in your online account assuring your AEDs are always ready to respond.

EMERGENCY RESPONSE KIT

This AED responder kit fully complies with GSA guidelines. The kit includes:

- Non-latex protective gloves
- Barrier mask for mouth-to-mouth resuscitation
- Disposable razor
- 4 x 4 gauze pads
- Two biomedical waste bags
- Pad of paper and pencil
- Absorbent towel

ALARMED WALL CABINET for the LIFEPAK AED

Choose from two attractive wall cabinets to house your LIFEPAK AED and emergency response kit. Available in semi-recessed or surface mount, the cabinet houses a 100 decibel local alarm that sounds when the cabinet is opened. The cabinet also accepts contacts for wiring into existing or new fire or security systems.

Manufactured of steel with baked epoxy finish and equipped with our standard alarm that can be armed or disarmed by key switch. Standard labeling, acrylic glazing and pull handle included.



AED Services Matrix

	Site Assessment	Medical Assistance	Program Development	CPR / AED training	Online Program Management
PREPARATION					
On-Site Facility Evaluation for Optimal AED Placement	✓				
Full legal compliance review (federal & state)		✓			
State registration assistance		✓			
Registration fees paid automatically		✓			
EMS notification		✓			
Integration with EMS 911 dispatch center			✓ ¹		
Internal marketing of program			✓		
Volunteer recruitment campaign			✓		
Advanced policy development			✓		
MEDICAL DIRECTION					
Physician FDA Authorization (as needed)		✓			
Local Physician Directors in all 50 states		✓			
Protocols for AED use		✓			
Clinical Data Review (as needed)		✓			
Maintain state compliance requirements		✓			
TRAINING					
Edu-credit Training Vouchers				✓ ²	
Initial CPR/AED Training (10 people)				✓ ²	
Refresher AED training on CPR/AED (10 people)				✓ ²	
On-site training classes				✓	
American Heart Association Heart Saver AED class with two year certification				✓	
PROGRAM MANAGEMENT					
Establish internet account to track AED program					✓
Track AED by location & serial number		✓			✓
Track AED battery by serial number & expiration date		✓			✓
Track AED electrodes by lot code & expiration date		✓			✓
Maintain personnel AED/CPR training records		✓			✓
Automatic notification of expiring certifications				✓	✓
Quarterly online scenario based refresher training					✓
Individual email notification for quarterly training					✓
Maintain records of quarterly refresher training					✓
Refresher training management reports					✓
Automatic maintenance email reminders					✓
Online maintenance records management					✓
Centralized number for all service needs		✓			
Physician Clinical Hotline (24/7)		✓			

Automatic notification of expiring supplies					√
POST-EVENT SERVICES					
Post-Event Downloading Services		√			
Post Event Clinical Review by Physician		√			
Post Event Data Storage		√			
Distribute Post-Event Data to State or Local EMS		√			
Distribute post-event data to attending physicians		√			
Post-event disinfection and replenishment of AED supplies		√			

1. May be limited by some EMS system technical limitations. Integration services may include: electronic filling of AED location into 911 dispatch system and electronic transfer of patient files to local or state EMS systems as required by state law
2. Biannual training for ten (10) people in American Heart Association Heart Saver AED course.

At Medtronic, we manage your AED program so you don't have to!

APPENDIX D

Medtronic Emergency Response Systems International Contact List

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Department of State and the Foreign Service

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